

Message Text

SECRET

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43

ORIGIN NEA-12

INFO OCT-01 ADP-00 CIAE-00 INR-10 NSAE-00 RSC-01 PM-07

EB-11 COME-00 MC-02 ACDA-19 OMB-01 TRSE-00 L-03 SS-15

NSC-10 /092 R

DRAFTED BY NEA/ ARP: FMDICKMAN

5/22/73 X22647

APPROVED BY NEA/ ARP - MR. DICKMAN

DOD/ DSAA - MR. ALNE

PM/ MAS: MR. CHAPMAN

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R 230023 Z MAY 73

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

INFO SECDEF

S E C R E T STATE 098501

E. O.: 11652: GDS

TAGS: MASS, KU

SUBJ: INTEREST OF LOCKHEED IN OFFERING MANAGEMENT
SERVICES TO GOK

1. LOCKHEED REP SCHNEP HAS SPOKEN TO DEPARTMENT AND
DOD/ DSAA ABOUT COMPANY' S INTEREST IN HAVING ITS REPRESENTA-
TIVE IN KUWAIT SPEAK TO GENERAL MUBARAK ABOUT THE
POSSIBILITY OF ASSISTING HIM WITH A SYSTEMS MANAGEMENT
GROUP TO HELP GOK ARMED FORCES INTEGRATE VARIOUS WEAPONS
SYSTEMS THEY CONTEMPLATING ACQUIRING. LOCKHEED SERVICES
WOULD BE SIMILAR TO WHAT COMPANY IS PRESENTLY DOING IN
SAUDI ARABIA IN MINISTRY OF DEFENSE WHERE HAS TEAM OF
30 MANAGEMENT PEOPLE ADVISING SAUDIS ON VARIOUS ASPECTS
OF AIR DEFENSE. OFFER WOULD POINT OUT THAT TEAM NOT IN-
VOLVED IN SELLING ANY PRODUCT BUT WOULD HELP BRING ABOUT
COHESIVE MANAGEMENT.

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2. WE EXPECT THAT SOONER OR LATER, THERE WILL HAVE TO BE MANAGEMENT TEAM TO HELP GOK ADMINISTER COMPLEX MODERNIZATION PROGRAM WHICH COULD BE FURNISHED BY AN AMERICAN COMPANY. SINCE WE ARE AT INITIAL STAGES OF TALKS WITH GOK RE VARIOUS OFFERS, WE HAVE SUGGESTED LOCKHEED MIGHT WISH WAIT UNTIL THERE CLEARER PICTURE. HOWEVER, SINCE THIS SERVICE AND NOT EQUIPMENT ORIENTED ACTIVITY, WOULD WELCOME EMBASSY KUWAIT' S VIEWS WHETHER THIS APPROPRIATE TIME FOR LOCKHEED OR OTHER AMERICAN COMPANIES EVIDENCING SIMILAR INTEREST TO INITIATE SOUNDINGS WITH GENERAL MUBARAK. RUSH

SECRET
NMAFVVZCZ

*** Current Handling Restrictions *** n/a
*** Current Classification *** SECRET

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 MAY 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE098501
Document Source: CORE
Document Unique ID: 00
Drafter: FMDICKMAN
Enclosure: n/a
Executive Order: RR
Errors: n/a
Film Number: n/a
From: SECSTATE WASHDC
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730552/aaaajput.tel
Line Count: 75
Locator: TEXT ON-LINE
Office: ORIGIN NEA
Original Classification: SECRET
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: SECRET
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 02 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02-Jan-2002 by boyleja>; APPROVED <26 FEB 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> gwr 980227
Subject: INTEREST OF LOCKHEED IN OFFERING MANAGEMENT SERVICES TO GOK
TAGS: MASS, KU
To: KUWAIT
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005